



Business Developer Food Service West

Tracking Code

495-086

JOB DESCRIPTION

Reporting to the Commercial Sales Manager Food Service. The candidate will be responsible to ensure consistent delivery and execution of best in class customer experience, delivery of sales budgets for the Foodservice business and the securing of new business.

This role would suit a commercially minded experienced qualified executive chef who is truly passionate about the quality of food and has a proven track record to take product to a commercial environment.

Location: Specific Geographical Territory - West of Ireland

PRINCIPLE ACCOUNTABILITIES:

- Manage and develop new and existing food service accounts
- Maintaining a call pattern with existing customers. Excellent customer service and product and industry knowledge to be demonstrated during customer meetings.
- Identify and target business opportunities with new food service accounts
- Expand current offering and proposition to existing customers
- Deliver a Prompt response to all customer queries ensuring all issues are addressed and resolved as quickly as possible
- Drive continual improvement of product knowledge and share this with customers to improve growth of sales
- Offer new food solutions/concepts to customers
- Submission of daily and weekly sales paperwork including weekly planner to the Food Service Commercial Sales Manager.
- Analyse sales results by customer for the territory to establish current trading situations and identify key customers to visit on a monthly basis.
- Work cross functionally with other departments in the business e.g.: National Accounts, Finance, Marketing and HR to deliver shared objectives that will result in maximisation of both sales and profit for the organisation.



SKILLS AND QUALIFICATIONS

- Culinary education or experience and ability to communicate effectively with Chefs would be desirable
- A proven track record within the Food Service business
- Ability to access, analyse and interpret sales data
- Experience in the use of sales report data
- A Knowledge of Sales & Margins processes.
- Excellent communication skills both written and oral communication skills are essential
- Results driven individual
- Strong Numerical Skills

JOB DESCRIPTION

Job Location

West of Ireland

Position Type

Full-Time/Regular

Apply

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